

**Appendix X**  
**Sample Solicitation Alliance Language: Mali**

In recognition of the many changes in today's development assistance environment, and in the context of USAID's new Global Development Alliance (GDA), USAID/Mali strongly encourages (but does not require) the formation of public-private alliances in the implementation of its programs. Official U.S. Government assistance now accounts for only a minority share of the flow of resources from the United States to developing countries. Foundations, private companies, non-governmental organizations (NGOs) and others entities have become increasingly active in financing development efforts in West Africa and elsewhere, and they are often looking for synergies with other similar programs.

The U.S. Government believes the pending solicitation may offer just such an opportunity and is therefore specifically requesting comment on the feasibility of possible public-private partnerships for this activity.

Organizations reviewing the draft Solicitation and considering submitting proposals in response to the final Solicitation when issued are specifically encouraged to comment now on potential public-private alliance approaches. By "public-private alliance" USAID means proposals with material and significant non-federal resources offered in their proposals, in order to more fully address the development challenges in Mali as outlined in the solicitation. One criteria that the GDA Secretariat uses to define a "public-private alliance" is a least one-to-one leveraging of USAID's resources with additional non-federal resources. While it is not possible to apply this standard to all activities to be funded by USAID/Mali, it is preferable whenever possible. Potential offerors are strongly encouraged to think innovatively and creatively about ways to draw forth significant non-federal resources, be they in cash or in kind, and to incorporate commitments to such resources into their proposals to USAID. Public-private alliances are expected to bring together a coalition of organizations and individuals who will jointly define a problem, situation, and solution, thereby capitalizing on the combine knowledge, skills and expertise of all partners.

This RFA in no way obligates USAID to award a contract nor does it commit USAID to pay any cost incurred in the preparation and submission of a proposal. Notifications of receipt and questions concerning this RFP must be directed to the Contracting Officer via either the internet email address or facsimile numbers listed above.

Sincerely,

Regional Contracting Officer

USAID/Mali continued:

## **L.9 INSTRUCTIONS FOR THE PREPARATION OF THE COST PROPOSAL**

(a) Each offeror shall provide a budget in the same format and content as stated in Section B. Supporting information should be provided in sufficient detail to allow a complete analysis of each of the costs proposed. This is to include a complete breakdown of the cost elements associated with any subcontract.

(b) If the contractor is a joint venture or partnership, the business management proposal must include a copy of the agreement between the parties to the joint venture/partnership. The agreement will include a full discussion of the relationship between the firms including identification of the firm which will have responsibility for negotiation of the contract, which firm will have accounting responsibility, how work will be allocated, overhead calculated, and profit shared, and the express agreement of the principals thereto to be held jointly and severally liable for the acts or omissions of the other. (**NOTE:** Public Private Partnerships. A partnership is not simply an expression by an offerors of its intention to seek third party partnerships that are not yet formed. Evidence of public-private partnership commitments and roles must be articulated in the form of agreement document(s) signed by authorized corporate agents/officers of all parties involved.)

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**COST SHARING.** "Cost- sharing" means the application presents cash from non-US Federal sources which the offeror will use in the performance of the award. "Matching-Arrangement" means the application presents cash from non-US Federal sources which will be provided at a set ratio (e.g. for every 2 dollars USAID obligates the recipient will provide 1 dollar.) "In-Kind Contribution" means the donation of tangible property (such as computers, medical and lab equipment, intellectual property rights, technology transfer, but excluding real) or services (such as rent, utilities, etc.) provided by the recipient to the Government.